

Message Text

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ACTION ARA-10

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E.O. 11652: N/A

TAGS: BEXP, HO

SUBJECT: MAJOR PROJECT: PROCUREMENT OF SWITCHING EQUIPMENT

REF: TEGUCIGALPA 2083; STATE 99946

1. COMATT MET MAY 20 WITH COL. ENRIQUE WILDT, GOH DIRECTOR GENERAL OF TELECOMMUNICATIONS, TO DISCUSS PRESENT STATUS OF PROCUREMENT OF SWITCHING EQUIPMENT FOR TELEPHONE PLANTS IN TEGUCIGALPA AND SAN PEDRO SULA. WUMDT ADMITTED THAT IT HAD BEEN HIS OWN LACK OF EXPERIENCE WHICH LED TO THE PRESENTATION OF PROPOSALS BY THE COMPANIES INVOLVED WITHOUT BENEFIT OF A COMMON SET OF SPECIFICATIONS ON WHICH TO BASE THEIR PROPOSALS (AND HENCE DIFFICULTIES IN COMPARING COSTS). HE SAID HE HAD SUGGESTED TO MINISTER OF COMMUNICATIONS RIVERA LAST MONTH THAT THE BID BE CONDUCTED AGAIN, WITH SPECIFICATIONS PREPARED BEFORE HAND, BUT THAT THE MINISTER FELT VERY STRONGLY THAT THERE SHOULD BE NO FURTHER DELAYS IN GETTING THE PROJECT UNDERWAY (ABOUT SEVEN MONTHS HAVE ALREADY PASSED SINCE THE COMPANIES INVOLVED HAD BEEN CONTACTED ORIGINALLY).

2. WHEN ASKED WHETHER IT WOULD BE POSSIBLE FOR THE U.S. FIRMS TO HAVE AN OPPORTUNITY TO TRY TO MATCH OR BETTER THE OFFERS WHICH WILL RESULT FROM THE NEGOTIATIONS WITH OKI AND ITT, WILDT DID NOT THINK THIS POSSIBLE AS THE MINISTER'S DECISION TO GO WITH THESE TWO COMPANIES IS FIRM. HE POINTED OUT THAT OKI HAS BEEN WORKING SATISFACTORILY HERE FOR SEVERAL YEARS. RE ITT, HE STATED THAT IN ORDER TO MAKE THE NEW EQUIPMENT AS WELL AS THE

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EQUIPMENT NOW IN USE IN SAN PEDRO SULA (WHICH IS ITT

MANUFACTURED) COMPATIBLE WITH EQUIPMENT IN USE IN THE REST OF THE COUNTRY ITT LOGICALLY IS THE BEST COMPANY TO INSTALL THE NEW EQUIPMENT, IMPROVE THE FUNCTIONING OF THE ALREADY EXISTING PLANT AND DESIGN THIS MESHING MECHANISM. HE ALSO STATED THAT BOTH OKI AND ITT ARE OFFERING 100 PERCENT FINANCING; 7.5 PERCENT INTEREST RATE FOR OKI AND POSSIBILITIES FOR 6 PERCENT INTEREST UNDER AN AGREEMENT WITH ARGENTINA FOR ITT.

3. WILDT STATED THAT INTERNATIONAL BIDDING FOR THE OUTSIDE INSTALLATIONS FOR THE ABOVE PLANTS WILL BE INVITED IN ABOUT 90 DAYS. HE ESTIMATED THIS WORK AT ABOUT \$8 MILLION AND STATED THAT IDB FUNDING MIGHT BE AVAILABLE FOR THIS PORTION (ALTHOUGH NOT FOR THE SWITCHING EQUIPMENT BECAUSE OF THE TIME FACTOR INVOLVED). DEPARTMENT MAY WISH TO ALERT U.S. FIRMS TO THIS UPCOMING BID.
SANCHEZ

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